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From: arentz@prucar.com [mailto:arentz@prucar.com]

Sent: Wednesday, October 19, 2005 11:56 AM

To: ATR-Real Estate Workshop

Subject: Competition in Real Estate

I can't believe that there is an opinion that the real estate industry isn't competitive. It's true that the pricing has gone over the roof, but the commissions have fallen and the number of new people getting in the business in my area has increase from 1500 to 5000 in the last four years. I have 31 years of business experience and have been in real estate for 16. This is the most competitive thing I have ever done. If things don't improve: I'll let the rookies have the scraps and I'll find something easier to do.

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